

Message Text

UNCLASSIFIED

PAGE 01 JIDDA 05436 041928Z

ACTION NEA-10

INFO OCT-01 EB-08 ISO-00 /019 W

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FM AMEMBASSY JIDDA

TO USDOC WASHDC

INFO AMEMBASSY ATHENS

SECSTATE WASHDC 9169

UNCLAS JIDDA 5436

E.O. 11652: N/A

TAGS: BTIO, BBSR, SA

SUBJ: SAUDI FIRM REQUESTS U.S. DIESEL AND TURBINE POWER
PLANT REPRESENTATIONS

1. FUAD A. LAHHAM, DIRECTOR, SAWARY TRADING AND
CONTRACTING COMPANY, P.O. BOX 3420, JIDDA, CABLE:
SAWARYCO, TELEX: 40095 SJ, HAS REQUESTED OFFERS FROM
U.S. FIRMS NOT NOW REPRESENTED IN SAUDI ARABIA FOR
DIESEL-DRIVEN AND GAS TURBINE ELECTRIC POWER PLANTS
IN MEDIUM AND HIGH MEGAWATT RANGE. FIRM ALREADY
REPRESENTS MAJOR U.S. PRODUCER (ONAN) OF SMALL
ELECTRIC POWER GENERATORS.

2. FIRM DESIRES AGENCY OR DISTRIBUTION RELATIONSHIP
BUT WILL NEGOTIATE DETAILS FURTHER. DEMAND AND IN-
QUIRY FOR LARGER POWER PLANTS AS RESULT OF VERY
SUCCESSFUL SALES OF SMALLER GENERATORS INDICATES THAT
SALES POTENTIAL IS IN MULTI-MILLION DOLLAR
RANGE. U.S. FIRMS ARE REQUESTED TO TELEX
OFFERS OF INTEREST AND AIRMAIL APPROPRIATE
CATALOGS AND BROCHURES. SAUDI FIRM ALSO
PREPARED TO ENTER JOINT VENTURE WITH U.S. COMPANY.
WEST

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NNN

Message Attributes

Automatic Decaptoning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 04-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Film Number: D770280-0947
Format: TEL
From: JIDDA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770898/aaaadewa.tel
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Litigation History:
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Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 13-Oct-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1711418
Secure: OPEN
Status: NATIVE
Subject: SAUDI FIRM REQUESTS U.S. DIESEL AND TURBINE POWER PLANT REPRESENTATIONS
TAGS: BTIO, BBSR, SA
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